

# INFORMATION LETTER

## NATIONAL CANNERS ASSOCIATION

Not for  
Publication

For Members  
Only

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### Magazine Article Lauds N.C.A.

Under the heading "Tops in Trade Associations" the magazine *Convention*, a monthly publication which circulates to trade and industrial associations that sponsor conventions, has devoted some five of its feature pages to an illustrated description of the Association.

The article was prepared by Editor Joan Lambert of the publication on the basis of observations made during the Atlantic City convention, a visit to Association headquarters in Washington, and interviews with various members of the staff. It sets forth the principles and ideals of operation of the Association and describes its functions and services in considerable detail.

Another feature in the same issue is devoted to a discussion of the panel method of staging meetings, and in the text of this article illustrations and descriptions of the 1947 N.C.A. Convention Panel and the panel discussions of the Association's Raw Products Bureau are generously used.

A report just issued by the U. S. Department of Agriculture shows a 44 percent increase in the use of frozen food locker plants during the past three years. See story on page 188.

Stocks of canned green and wax beans, canned corn, and canned peas, on March 1 were in excess of the stocks of these items held by canners on the same date last year. See reports on pages 180, 181, and 189.

A summary of import license and exchange control regulations for the principal foreign countries has been furnished the Association by the Department of Commerce. The summary appears in full on pages 182-4.

An important suit affecting fish cannery exemption under the wage and hour law will go to trial May 5. Further details on page 187.

## Study Canned Corn Standards

In one of a three-day series of meetings on food standards, held at Washington this week, the Food Standards Committee of the Food and Drug Administration on March 26 considered the subject of revised standards for canned corn. The meeting was an informal proceeding, arranged in order to permit the corn canning industry to present its views on the various factors which might be considered in drawing up standards of identity, quality and fill of container under the Food, Drug and Cosmetic Act, and on the amount of evidence which might be available for presentation at a formal hearing.

In preparation for this appearance, the canning industry's Corn Standards Committee met at the Association offices on March 25 and discussed in detail the subjects to be presented to the Food Standards Committee and the adequacy or inadequacy of existing data on factors which have received experimental study.

The meeting of the Food Standards Committee began with a statement from the Food and Drug Administration on the present status of standards for canned corn. The statement pointed out that standards of identity only are in effect and that even these do not include (See *Study Canned Corn Standards*, page 188)

### Export Controls Are Removed on All Types of Canned Fish

Effective April 1, export controls on all types of canned fish will be removed, the Office of International Trade, U. S. Department of Commerce, announced this week. The action is in line with a recent decision by the International Emergency Food Council to discontinue international allocations of canned fish after March 31, and is concurred in by the U. S. Department of Agriculture, OIT said. Removal of export controls on canned fish means that export licenses will no longer be required by Collectors of Customs for clearance of shipments abroad, OIT pointed out.

### Congress Moves to Continue Sugar and Tin Controls

As the INFORMATION LETTER went to press, it was expected that final Congressional agreement on legislation affecting certain rationing and allocation controls would be reached in time for the two measures, H. J. Res. 146 and S. 931, to be sent to the President for his signature before March 31. Both the House and Senate on Thursday, March 27, took action on the bill, S. 931, to extend the authority to allocate tin and tin products. The Senate also accepted,

with amendment, the House-passed bill, H. J. Res. 146, to extend powers and authorities with respect to the distribution and pricing of sugar.

The bill dealing with sugar (H. J. Res. 146) would extend price and rationing controls until October 31, 1947, and would transfer such controls from the Office of Price Administration to the Department of Agriculture.

Action on extending allocation controls under the Second War Powers Act began in the Senate with passage of a bill (S. 931) that would authorize the continuation of any such controls that were in effect on March 24, 1947, until June 30, 1947. The bill stated the action was taken to permit Congress a "further opportunity to consider specific legislation granting restricted authority in limited instances." The House, however, amended the Senate bill by substituting recommendations of its Judiciary Committee. These recommendations would authorize a continuation of tin, transportation, and a few other specific controls until December 31, 1947.

Final Congressional action on these bills had not been reached in time to be reported in this issue of the INFORMATION LETTER.

#### Cleyton Act

Hearing before a House Judiciary Subcommittee on a bill (H. R. 515) to prohibit corporations from acquiring the physical assets of competing corporations continued during the past week.

#### Labor Legislation

House and Senate Labor Committees continued to work on the drafting of general labor legislation. The bill (H. R. 2157) to relieve employers from portal-to-portal pay suits passed the Senate on March 21 with amendments that must be reconciled with the House before the measure can be sent to the President. House and Senate conferees began this consideration on March 28.

#### Marketing Order

The House Committee resumed on March 25 hearings for one hour on the Hope bill (H. R. 452) to amend the Agricultural Marketing Agreements Act of 1937. The hearing was for the purpose of taking the testimony of additional milk producer representatives.

#### Farm Labor

The Senate has not yet acted on H. R. 2102, the bill to extend the current farm labor supply program from June 30 to December 31, 1947. The bill was favorably reported to the

Senate by the Committee on Agriculture on March 12.

#### Census

Two Senate bills (S. 6 and S. 554) will be considered by the Senate Committee on Civil Service on April 15, according to an agreement reached by the Committee on March 26. S. 6 would provide for a census of manufacturers business and distribution, transportation, and mineral industries every five years. S. 554, in addition to authorizing and directing the taking

of five-year censuses would authorize the Director of the Bureau of the Census to conduct such surveys as are deemed necessary to furnish annual and other interim data on the subjects to be covered by the proposed five-year censuses.

#### Agriculture

Hearings on Budget Bureau recommendations for funds to run the Department of Agriculture for the fiscal year ending June 30, 1948, are in progress before a subcommittee of the House Appropriations Committee.

## Canned Food Statistics

### ASSOCIATION'S DIVISION OF STATISTICS PREPARE DETAILED ANALYSIS OF CANNED SWEET CORN SUPPLY

The civilian supply of canned corn for the 1946-47 marketing season totaled 31.1 million cases, basis 24/2's, including carryover stocks in canner and distributor hands, and is 4 percent larger than the civilian supply for the 1945-46 season of 29.9 million cases, the Association's Division of Statistics reports.

Shipments from canners and distributors to domestic retail and institutional outlets totaled 28.4 million cases for the 1945-46 season. This compares with an average domestic disappearance for the 1935-39 seasons of 17.9 million cases and an average of 21.5 million for the five seasons, 1940-1944. Comparisons of the supply for the 1945-46, and 1946-47 seasons are shown below:

#### Supply Comparisons (All figures are basis 24/2's)

	1945-46	1946-47
	1,000	1,000
	cases	cases
Canner carryover.....	100,000	100,000
Distributor carryover...	2,319,000	1,324,000
Carryover.....	3,419,000	1,424,000
Pack.....	28,237,000	30,951,000
Total supply.....	30,656,000	32,375,000
Government purchases...	750,000	51,270,000
Civilian supply.....	29,906,000	31,105,000
Domestic civilian shipments.....	28,354,000	31,000
Commercial exports.....	128,000	1,424,000
Canner-Distributor carryover.....	1,424,000	1,424,000

<sup>a</sup> Announced government procurement.

NOTE: Carryover and supply figures as shown do not include retail stocks since such information is not available. Similarly shipments as shown take no account of changes in retail stocks and do not represent sales to the ultimate consumer.

Canner and distributor stocks on February 1, 1947, totaled 17.7 million cases, basis 24/2's, compared with 15.0

million on the same date a year earlier. The increase in stocks on February 1 over last year approximates the increase in the 1946 pack over the previous season. Canner and distributor stocks for February 1, 1946 and 1947, are shown below:

#### Canner and Distributor Stocks (All figures are basis 24/2's)

	Feb. 1,	Feb. 1,
	1946	1947
	1,000	1,000
	cases	cases
Canner stocks.....	6,321,000	6,295,000
Wholesaler stocks.....	8,659,000	11,372,000
Total.....	14,980,000	17,667,000

Canner stocks on March 1, 1947, totaled 5,243,000 cases, compared with 4,815,000 cases, basis 24/2's, on the same date in 1946. Shipments out of canners' hands during February of the current season, which totaled 1,052,000 cases, were 52 percent of those for the same month of the 1945-46 season. Distributor holdings for March 1 will not be available until later.

Exports of canned corn for the six months, August 1946 through January 1947, totaled 102,000 cases compared with 46,000 for the same months of the 1945-46 season. Exports for the entire 1945-46 season totaled 128,000 cases.

March 1 cold storage holdings of frozen corn totaled 31.5 million pounds or double holdings a year earlier of 15.8 million. The 1946 pack of frozen cut corn, according to figures of the National Association of Frozen Food Packers, totaled 33.6 million pounds. Shipments by canners and distribu-

tora (exclusive of government shipments) from August 1, 1946 to February 1, 1947 were 13.4 million cases or about 10 percent less than those during the same period of the 1945-46 season of 14.9 million. Shipments up to January 1 of the current season were about the same as last year with January shipments being substantially less than the high shipments for that month of last year.

If shipments of canned corn for the months of February through July by canners and distributors to retail and institutional outlets are the same as for the corresponding months of last season, the carryover into the 1947-48 season would be about 4 million cases. If shipments for the remainder of the season are less than last season, the carryover would be correspondingly larger. Record canner and distributor carryover stocks totaled nearly 12 million cases in 1940. Excluding the high carryovers of 1939 and 1940 the average carryover for the four years, 1935-1938, when shipments to civilian retail channels averaged about 16 million cases, was slightly less than 4 million cases.

### Stocks of Canned Peas

Civilian stocks of canned peas in canners' hands March 1, 1947, totaled 7,472,396 actual cases, equivalent to 7,661,000 cases, basis 24/2's, according to the Association's Division of Statistics. This compares with February 1, 1947, stocks of 8,906,000 cases, basis 24/2's and March 1, 1946 stocks of 3,748,000 cases.

Civilian shipments of canned peas during February, 1947, were 1,205,353 actual cases, equivalent to 1,245,000 cases, basis 24/2's. Shipments of canned peas during February, 1946, were 1,417,000 cases, basis 24/2's, and those during January, 1947, totaled 1,044,000 cases.

The following table, showing the civilian stocks on specified dates and February, 1947, shipments, is based on reports from canners who packed about 88 percent of the 1946 pack, together with estimates for those not reporting:

#### Supply, Stocks and Shipments (Basis 24/2's)

	1945-46	1946-47
	Cases	Cases
Civilian carryover stocks, June 1.....	131,000	398,000
Pack.....	30,649,000	40,933,000
Total supply.....	30,780,000	41,331,000
Government purchases.....	3,820,000	375,000
Civilian supply.....	35,900,000	40,986,000
Civilian stocks, March 1.....	3,748,000	7,661,000
Shipments during Feb.....	1,417,000	1,245,000
Shipments, June 1-Mar. 1.....	32,212,000	33,295,000

Announced government procurement.

#### Stocks and Shipments by Areas (Actual Cases)

New York and Maine	Total	Civilian	
	civilian stocks	shipments	
	Feb. 1, 1947	Mar. 1, 1947	Feb. 1947
Alaskas.....	12,511	12,250	252
Sweets.....	845,349	733,942	111,460

  

Mid-Atlantic	Total	Civilian	
	civilian stocks	shipments	
	Feb. 1, 1947	Mar. 1, 1947	Feb. 1947
Alaskas.....	330,151	329,103	10,048
Sweets.....	260,542	219,022	40,620

  

Mid-West	Total	Civilian	
	civilian stocks	shipments	
	Feb. 1, 1947	Mar. 1, 1947	Feb. 1947
Alaskas.....	1,653,767	1,482,281	171,486
Sweets.....	3,039,363	2,655,880	383,483

  

Total U. S.	Total	Civilian	
	civilian stocks	shipments	
	Feb. 1, 1947	Mar. 1, 1947	Feb. 1947
Alaskas.....	2,077,029	1,881,304	195,825
Sweets.....	6,600,720	5,500,892	1,009,828

compiled from reports of canners who packed about 82 percent of the 1946 pack, together with estimates for those not reporting, are shown in actual cases in the table below:

#### Stocks and Shipments (Actual Cases)

Areas	Total	Civilian	
	civilian stocks	shipments	
	Feb. 1, 1947	Mar. 1, 1947	Feb. 1947
Northeast			
Green.....	644,554	611,344	33,210
Wax.....	257,500	207,717	49,792
Middle-Atlantic			
Green.....	758,768	713,677	45,091
Wax.....	19,528	17,394	2,134
Mid-West			
Green.....	238,359	209,598	26,761
Wax.....	65,074	33,691	32,283
Western			
Green.....	824,123	688,301	135,822
Wax.....	16,044	8,030	8,014
Southern			
Green.....	902,205	775,109	127,096
Wax.....	16,315	12,752	3,563

Total U. S.

Green..... 3,968,009 2,668,020 360,980

Wax..... 375,370 379,584 95,786

### 1946-47 Catsup Pack

The 1946-47 pack of tomato catsup totaled 15,751,162 actual cases, the Association's Division of Statistics reported this week. This compares with the 1945-46 pack of 11,484,022 cases and exceeds the previous record pack by about 35 percent. This report covers tomato catsup and does not include the pack of chile sauce. The 1946-47 tomato catsup pack by container size compared with the pack of the previous season is shown in the table below:

#### Tomato Catsup Pack

	1945-46	1946-47
	Cases	Cases
Glass bottles:		
14 Z tall.....	262,078	
14 Z medium.....	6,880,025	13,808,123
14 Z stubby.....	2,870,418	181,725
10 OZ tin.....	1,398,302	1,712,641
Misc. tin and glass.....	58,199	48,578

Total..... 11,484,022 15,751,162

### Green and Wax Bean Stocks

Total civilian stocks of canned green and wax beans in canners' hands on March 1, 1947, were 8,277,613 actual cases or 3,441,000 cases, basis 24/2's, and shipments during February 1947, totaled 465,766 actual cases or 504,000 cases, basis 24/2's, according to the Association's Division of Statistics. These compare with March 1, 1946, civilian stocks of 2,252,000 cases, basis 24/2's, and February, 1946, shipments of 962,000 cases, basis 24/2's.

The details of stocks and shipments of canned green and wax beans, as

### Canned Poultry Statistics

The quantity of poultry canned or used in canning during February totaled 7,423,000 pounds—36 percent less than February a year earlier, the Bureau of Agricultural Economics reports. This was the smallest February quantity in the 5 years of record. The quantity canned during February consisted of 7,160,000 pounds of chicken and 263,000 pounds of turkey.

The table on page 189 shows the quantity of poultry canned by years and months (see Statistics, page 189):

# International Trade

## 1946 Food Exports Show Gain, Commerce Department Says

More than two billion dollars worth of foodstuffs was exported from the United States during 1946, the Office of International Trade, Department of Commerce, reported this week. The total value of food exports, \$2,166,496,000, was 29.5 percent greater than similar exports in 1945. (For complete details as to canned foods, see INFORMATION LETTER for March 22, page 172.)

Cash purchases in 1946 totaled \$1,353,579,000, or 62.5 percent of the total, as compared with \$472,337,000 in 1945, 28.2 percent of that year's total.

UNRRA shipments rose from \$201,107,000 in 1945 to \$628,493,000 in 1946, an increase of 212.5 percent. Lend-lease shipments, which amounted to \$999,875,000 in 1945, declined to \$184,424,000 last year.

### Imports of Foodstuffs

Imports of foodstuffs into the United States last year were valued at \$1,342,148,000, compared with \$1,154,661,000 in 1945, an increase of 16.2 percent.

Meat products, grains, and fruits were the commodity classes showing the greatest increases in 1946 exports over those in 1945. More than 1,300,000,000 pounds of meat products were shipped overseas as compared with a little over 1,000,000,000 pounds in 1945. Grains exported in 1946 were valued at more than \$788,000,000, an increase of 77.6 percent over the previous year. Included were 187,000,000 bushels of wheat, compared with 128,000,000 bushels shipped in 1945. Fruit shipments increased about 28 percent, from \$119,000,000 worth in 1945 to \$153,000,000 in 1946, the Department said.

### Dairy Products Show Increase

Largest increase in imports was in dairy products, of which \$11,400,000 worth, mainly cheese, were brought in last year, compared with \$3,800,000 the year before. Imports of oilseeds, particularly copra, also increased substantially. Compared with 1945 receipts, the quantity of copra imported in 1946 tripled, and the dollar value quadrupled.

## SUMMARY OF IMPORT LICENSE AND EXCHANGE CONTROL REGULATIONS GIVEN FOR PRINCIPAL FOREIGN COUNTRIES

The Association has obtained from the Office of International Trade, U. S. Commerce Department, a summary of import license and exchange control regulations for the principal foreign countries. This summary, as well as the Department's brief explanation of the existing regulations, is published in full.

In many countries foreign goods may not be imported unless covered by an import permit which must be obtained by the importer and in certain cases must have been granted before the order for the goods has been placed. Also in many countries, due to the extreme scarcity of foreign exchange, particularly dollar exchange, the authorities require that an exchange permit be obtained before the goods may be paid for. Before shipping his goods, the exporter should make certain that the importer has ob-

tained these permits, if required. He should insist upon being advised as to the numbers of the documents, the Commerce Department said.

In respect to countries such as Great Britain, it is pointed out that the British Food Ministry in London arranges its procurement in the United States through United Kingdom representatives (importing agents, branch managers, etc.) of established American shippers.

The following tabulation of the import and exchange permits required in foreign countries has been prepared as a guide to exporters regarding these regulations. More detailed information may be obtained by writing the Areas Branch, Office of International Trade of the Department of Commerce, or the N.C.A. International Trade Service.

Country	Is Import Permit Necessary?	Is Exchange Permit Required?
Argentina	No, except for a selected list of commodities. Certain products are subject to import quota.	Yes, for all imports.
Australia	Yes.	Yes.
Austria	Yes.	Yes. Import permit carries the right to foreign exchange.
Belgium	Yes, for about one-quarter of the items of the customs tariff. <sup>1</sup>	Yes.
Belgian Congo	Yes.	Yes.
Bolivia	Yes.	No. Import permit carries the right to foreign exchange.
Brazil	For rubber goods, jute bags, and used machinery only.	Yes.
Bermuda	Yes.	Yes. Import permit carries the right to foreign exchange.
Br. East Africa		
Br. Malaya		
Br. West Africa		
Br. West Indies		
Br. Guiana		
Br. Honduras	Yes.	Yes.
Bulgaria	Yes.	Yes.
Burma	Yes.	Yes. Import permit carries the right to foreign exchange.
Canada	For certain products only. <sup>1</sup>	Yes.
Ceylon	No.	Yes.
Chile	Yes, must be obtained prior to shipment of goods.	Yes, in the form of a notation on the import permit.
China	Yes. Certain goods are also subject to quota allocation. <sup>2</sup>	Yes. Exchange is made available through approved Banks for licensed imports.
Colombia	Yes; monthly quotas.	No. Import permit carries the right to foreign exchange.
Costa Rica	No, except for goods subject to U. S. export control.	Yes. Foreign exchange is rationed.
Cuba	No.	No.
Czechoslovakia	Yes.	Yes. Import permit carries the right to foreign exchange.
Denmark	Yes.	Yes. Import permit carries the right to foreign exchange.
Dominican Republic	No.	No.

Country	Is Import Permit Necessary?	Is Exchange Permit Required?
Ecuador	Yes, must be presented in order to obtain the consular invoice.	Yes. Import permit carries the right to foreign exchange. (Central Bank of Ecuador.)
Egypt	Yes. Unlicensed imports are subject to confiscation.	Yes. Import permit carries the right to foreign exchange.
Ire	For a few products only. <sup>1</sup>	Yes.
El Salvador	No.	No.
Finland	Yes.	Yes. Import permit carries the right to foreign exchange.
France	Yes, obtainable for "essentials" only.	Yes. Issued simultaneously with the import permit.
French Colonies	Yes.	Yes. Import permit carries the right to foreign exchange.
Germany	No private trade.	No private trade.
Greece	Yes. Permits granted only for limited number of essential products.	Yes. Import permit does not carry the right to foreign exchange.
Guatemala	No.	No.
Haiti	No.	No.
Honduras	For radios, radio parts and transmitters only.	Yes.
Hong Kong	Yes.	Yes. A permit to purchase foreign exchange must be obtained from the Finance Department prior to the granting of an import permit by the Hong Kong Customs authorities.
Hungary	Yes.	Yes.
Iceland	Yes.	Yes. Unless otherwise stated on the permit, the import permit carries the right to foreign exchange.
India	Yes.	Yes. Import permit carries the right to foreign exchange.
Iran	Yes, except for a few products. <sup>1</sup>	Yes.
Iraq	Yes. Goods exported before a license is obtained are confiscated.	Yes. Permits are obtained through licensed dealers.
Italy	Yes.	Yes, through the Bank of Italy or its agents.
Japan	No private trade.	No private trade.
Korea	No private trade.	No private trade.
Liberia	For arms and ammunitions only.	No.
Luxembourg	(See Belgium.)	
Mexico	Yes, for certain products. <sup>1</sup>	No.
Morocco (French)	Yes.	Yes.
Netherlands East Indies	Yes, for the few non-government purchases. <sup>1</sup>	Yes.
Netherlands West Indies	Yes, quota system	Yes.
Netherlands	Yes.	Yes.
Newfoundland	No, except for food products.	Yes. Import permit carries the right to foreign exchange.
New Zealand	Yes.	Yes. Import permit carries the right to foreign exchange.
Nicaragua	No, except for luxury or "Superfluous goods." An import recommendation is necessary for goods subject to U. S. export control.	No.
Northern Rhodesia	Yes.	Yes. Import permit carries the right to foreign exchange.
Norway	Yes.	Yes. Import permit carries the right to foreign exchange.
Palestine	Yes. Goods exported before the importer obtains the import permit will be confiscated.	Yes. Import permit carries the right to foreign exchange.
Panama	No.	No.
Paraguay	No.	Yes. <sup>2</sup>
Peru	Yes.	Yes.
Philippines	No.	No. <sup>3</sup>
Poland	Yes.	Yes.
Portugal	No, except for a few products. <sup>1</sup>	
Portuguese Colonies (except Angola)	Yes.	Yes. <sup>3</sup> Usually granted for U. S. goods, except for goods similar to Portuguese goods.
Angola	No, except certain products. <sup>1</sup>	
Rumania	Yes.	Yes.
Saudi Arabia	No.	No.

(Export-Import Table Concluded on Page 184)

## Forthcoming Meetings

March 31—National Canners Association, Legislative Committee Meeting, N.C.A. Headquarters, Washington, D. C.

March 31-April 4—Frozen Food Institute, Inc., Sixth Annual Convention, Copley-Plaza Hotel, Boston, Mass.

April 2—Tidewater Canners Association, Business Meeting, Richmond Hotel, Richmond, Va.

April 2—National Canners Association, Asparagus Canners Committee Meeting, Bismarck Hotel, Chicago, Ill.

April 9-11—Tri-State Packers Association, Spring Convention, Lord Baltimore Hotel, Baltimore, Md.

April 17—Indiana Canners Association, Claypool Hotel, Indianapolis, Ind.

May 1-2—National Canners Association, Sanitation Short Course, Tallcorn Hotel, Marshalltown, Iowa.

May 22-23—Ozark Canners Association, Spring Meeting, Colonial Hotel, Springfield, Mo.

June 1-2—Michigan Canners Association, Spring Meeting, Park Place Hotel, Traverse City, Mich.

June 9-11—Grocery Manufacturers of America, Inc., Mid-year Meeting, Skytop Lodge, Skytop, Pa.

July 8-18—Indiana Canners Association, Mold Count School, Horticulture Department, Purdue University, Lafayette, Ind.

December 4-5—Tri-State Packers Association, Fall Convention, Traymore Hotel, Atlantic City, N. J.

## Potato Exports Increasing

The U. S. Department of Agriculture on March 26 announced that as of March 15, 1947, approximately 3 million bushels of potatoes had been shipped abroad under the Department's potato export program, developed as an additional outlet for the heavy surplus of potatoes from the 1946 crop. Contracts totaling about 6 million bushels more have been completed. Contracts for moving as much as 2 million additional bushels are being negotiated.

In addition to the above quantities, but as a part of the general export program, the Department has undertaken to purchase at support prices for re-sale to the Army, 6,500,000 bushels of U. S. No. 1 grade potatoes from Maine and the North Central States. These potatoes are to be distributed in Germany for seed so that German growers may use potatoes they now have on hand.

Country	Is Import Permit Necessary?	Is Exchange Permit Required?
Siam	No. Import licenses have been discontinued.	Yes. Exchange will be granted, if available, to cover "priority" imports.
Spain	Yes.	The necessary import permit does not necessarily carry the right to foreign exchange.
Southern Rhodesia	No, except for a few products. <sup>1</sup>	Yes.
Spanish Colonies	Yes.	Same as Spain.
Spanish Zone of Morocco	Yes.	Same as Spain.
Sweden	Yes, for foods and for a wide range of other products. <sup>1</sup>	Yes; nominal exchange control in operation.
Switzerland	Yes.	Yes. Import permit carries the right to foreign exchange.
Syria and Lebanon	Yes.	Yes.
Tangier	No.	No.
Turkey	Yes.	Yes. Special exchange license from the Control Office.
Union of S. Africa	No, except for a few products.	Yes. Exchange permits are easily obtained.
United Kingdom	Yes, except for a few products. <sup>1</sup>	Yes.
Uruguay	Yes.	No. Import permit carries the right to foreign exchange.
U. S. S. R.	Yes. Importing government agencies responsible for securing own permit.	Yes. All exchange allocated by USSR State Bank upon receipt of import permit.
Venezuela	No, except for 18 tariff items. <sup>1</sup>	Import permit when required, authorizes foreign exchange.
Yugoslavia	Yes.	Yes.

<sup>1</sup> American exporters may obtain information regarding the import controls on their products by writing the Area Branch or one of the Field Offices of the Department of Commerce. <sup>2</sup> All exchange transactions amounting to more than 20,000 cruzeiros require an exchange permit from the Banco do Brasil.

<sup>3</sup> For details of China's import controls, apply to N.C.A. International Trade Service. <sup>4</sup> For details of China's exchange controls, apply N.C.A. International Trade Service. <sup>5</sup> The importer pays 100 lire to \$1. for his exchange, and also pays into the Italian Treasury 125 lire for each 100 lire paid for his imports as a subsidy for exports. <sup>6</sup> Except for purchases by the oil companies, trade is handled by the government.

<sup>7</sup> Importers must conclude a contract for purchase of exchange with the Bank of Paraguay before purchasing abroad. <sup>8</sup> A Foreign-Funds-Control office is established in Manila, but blanket licenses are issued to banks for exchange transactions by bona fide firms. <sup>9</sup> Drafts, in some cases, are liquidated by escudo checks on Portugal.

## Marketing Agreements

### Vegetable Research Advisory Committee Named by USDA

Naming of the commodity advisory committee which will represent the vegetable growing and processing industry in the development of programs under the Research and Marketing Act of 1946 was announced on March 26 by the U. S. Department of Agriculture. This committee, together with those previously named for other commodities, will study the needs of their respective fields for new research under the terms and conditions of the Act. The vegetable industry is interested in perfecting better cultural, harvesting, shipping, processing and storage methods needed in the further progress of the fresh, dried, canned and frozen vegetable industry.

Members named to the Vegetable Research Advisory Committee are as follows:

Dr. Frank App, producer, shipper and processor, Seabrook Farms Co., Bridgeton, N. J.; Harold M. Busiek,

wholesaler, Flatow-Riley, Front and Plum Sta., Cincinnati, O.; J. F. DeZauche, producer, shipper and processor, J. F. DeZauche & Son, Opelousas, La.; Paul B. Dickman, producer and shipper, Ruskin, Fla.; Whitney Gast, producer, Akron, Ind.; Herbert F. Krimendahl, producer and processor, Stokely-Van Camp, Inc., Indianapolis, Ind.; Kenneth R. Nutting, producer and shipper, K. R. Nutting Co., Salinas, Calif.; Joseph W. Robson, producer and seedsman, Robson Bros., Hall, N. Y.; Dean Stanley, producer and shipper, Stanley Fruit Co., 626 Security Bldg., Phoenix, Ariz.; Ben B. Vail, director, Produce Division, National Association of Retail Grocers, 360 North Michigan Ave., Chicago, Ill.; James D. Ward, producer, Box 960, San Benito, Tex.

### Discuss Potato Problems

In a two-day conference, March 24 and 25, with U. S. Department of Agriculture officials concerning the readjustment problems of the potato industry, the Potato Advisory Com-

mittee under the Research and Marketing act of 1946 recommended coordinated plans for research on orderly marketing and more efficient utilization of the crop.

The Committee believes that the potato industry should use the facilities provided by the Research and Marketing Act of 1946 to develop improved methods of handling succeeding crops with a minimum of loss and waste. It recognizes the troublesome problems involved in the price-support programs for the 1946 crop and believes that adequate remedies and adjustments to prevent its recurrence can be found.

### California Fruit Committee

The U. S. Department of Agriculture on March 26 announced appointment of members and their alternates to serve on commodity committees under provisions of the marketing agreement and order program regulating the handling of fresh Bartlett pears, plums, and Elberta peaches grown in the State of California.

### California Fruit Agreement

Continuation of the marketing agreement and order regulating the handling of fresh Bartlett pears, plums, and Elberta peaches grown in California was favored by growers participating in the referendum held from January 17 to February 1, 1947, the U. S. Department of Agriculture announced on March 26.

## Personnel

### Minnesota Canners Secretary

The Board of Directors of the Minnesota Canners Association has announced the appointment of Edwin W. Elmer, 1144 Baker Building, Minneapolis 2, Minn., as Executive Secretary of the Minnesota Canners Association, effective March 15.

### Virginia Canners Officers

Officers of the Virginia Canners Association elected to serve the coming year are as follows:

President—S. G. Wimmer, S. G. Wimmer & Son, Christiansburg; vice president—G. H. Burkholder, Burkholder & Co., Thaxton; secretary-treasurer—S. B. Huff, Huff Cannery, Roanoke.

## Fish and Fisheries

### Discussion of Relation of Quality to Future Sales of Canned Salmon—Address Made at 11th Annual Canned Salmon Cutting

By L. A. Petersen, McGovern and McGovern, Seattle, Wash.

In discussing the matter of quality with relation to future sales it is necessary to evaluate a great many forces now at work, and which portend to work in the near future on our particular situation competitively and economically. It is obvious that the only reason for discussing quality at these meetings, and discussing the means for attaining quality is for a specific purpose outside of the achievement of quality itself. In other words, quality is the means—not the end. The end to be achieved is competitive and economic health in our industry. You and I are in the canned salmon industry for only one reason—to make a living or a profit. If the industry can't provide that, we are out and the industry must dry up.

To achieve and maintain a healthy economic atmosphere, we are going to be faced with more complex problems, an ever-widening variety of problems, and coming at us from more angles we have heretofore faced. To solve these problems we are going to have to use every technological advantage the master minds of our production corps can give us to produce packs on as economical a basis as possible, to produce packs of consistently high general quality, and to promote sound and aggressive sales methods designed to get us the best prices possible for our output. These achievements are interdependent. If we fail in one, we must fail in the others. This triumvirate of achievement is all that will carry us thru the competitive field we are facing. The competition that we will probably face during the immediate future will undoubtedly be competition of price. So why not design our efforts to enter this field on a quality basis rather than on a price basis.

I cannot give you all of the blueprint for this program, but I do know that within our ranks we have the personnel to map our campaign. I hope I can, however, show you definitely why it is later than you think (I think they call it 5 minutes to 12, and I hope my watch is fast), and that we better get a hustle on us if we are to continue to prosper. To point this out let us take a look at the developments now in

progress with relation to global production and competition.

You will recall that before World War II the Japanese had built up quite a fishery. Their canned salmon production in the last quarter century deprived us increasingly of our foreign markets. Their canned crab meat and tuna entered our domestic market. The growth of the far eastern salmon industry was promoted by British capital and American skill. The Japanese canneries were financed largely by British money and tinplate, and we loaned them our technicians to give them the know-how of packing, and to teach them how to run and care for the canning machinery we had perfected. Today we have a situation somewhat parallel, but on a grander scale. Fortunately, heretofore, thru the development of our domestic market by advertising and sales promotion we came to depend not too entirely on foreign outlets for the sale of surplus stocks. Fortunately, also, our domestic market was protected by tariff walls sufficiently high to deter the importation of any large quantities of canned salmon. Unfortunately we cannot depend too much on saving our skins in the same way in the future.

#### Development of World Fisheries

The development we will see in the world fisheries in the near future will, in my opinion, dwarf by far past developments such as I have just pointed out. The second world war brought home to almost every nation in the world the necessity of a close-to-home source of protein foods. I know that many of us got sick of fish on too many days a week besides Friday because there weren't any pork chops or steaks. But it is an acknowledged fact that the produce of the seven seas was one of the greatest contributing factors in the nutrition of the armed forces and the civilian population of the nations at war. For instance, in the early dark days of the war when Britain was hemmed in the health and efficiency of the British population was dropping at an alarming rate because of the lack of high protein foods. Insignificant industrial accidents incapacitated workers because of their lack of recuperative powers and the slowness of healing. This was not cor-

rected until we got our convoys rolling and started supplying them with canned fish and other protein foods.

Because the war pointed out so definitely the relation of protein food to health and efficiency, and also pointed out the great source of protein foods in the ocean depths, it is natural that dieticians and health experts in government services and in private life should stress increasingly the need for development of sources of supply to guarantee national self-sufficiency of protein foods. This has had a great influence, in addition to the purely economic or profit-motive, for the rapid development of fisheries on a world-wide basis.

In several recent instances, as I have pointed out we once did before, we have given valuable assistance to other nations in developing their fisheries and their production facilities. All of you know of the flotilla of fishing vessels we furnished to China. That they have not been used by the Chinese to their fullest advantage is beside the point. The point is that China is conscious of the necessity for the development of its fishery, and I think it is safe to say that accomplishment is bound to occur, although possibly on a slow basis.

I also understand that we constructed and equipped, under our "Lend-Loose" Program, 17 or 18 floating canneries for Russia. These have disappeared behind the iron curtain, and no doubt were in production during the past fishing season in the waters formerly fished by the Japanese under their treaty with Russia. This fleet of factory ships augments the shore facilities taken over from the Japanese. We can expect to see this fleet emerge from behind the iron curtain some day, and enter such fields as are open to them in the Pacific. We might even have visitors in Bristol Bay again some day. But at any rate, there is no doubt that the Russians have an opportunity, if they have the ability, to develop a fishing industry equal to or exceeding ours on a volume basis.

As you also probably know, we have given assistance in various ways to some of our South and Central American neighbors. American capital and skill has, and is continuing to promote the tuna industry of the western coast of South America. In the past several years there have been not inconsiderable imports of South American tuna into this country. We can expect to see this production increase.

I also have reason to believe that the Netherlands are embarking, or think-

ing of embarking, upon the development of the fisheries of their South Pacific possessions. At least they have been inquiring about available surplus cannery equipment and floating plants.

In our own case we are constantly reaching out further for sources of supply. Our government has encouraged this in various ways, such as the constructing of the large floating plant with which you are all familiar to explore the Bering Sea bottom fishery and the South Pacific tuna fishery. There are other tentative plans for the canning or procurement of tuna and other fish from the apparently abundant supplies in South Pacific waters.

Most of you have seen the display of samples of imported canned fish items gathered by the National Canners Association. These products are at our competitive doorstep now, and more and more of them will be clamoring "Open the door, Richard." It makes us realize that the world is fish-conscious, and that the world has its eyes on our market—the most lucrative in the world.

#### Extent of Canned Fish Production

It is, of course, too early to foretell the exact extent to which the development of canned fish production will reach. I think, however, it is safe to say that the production of fishery products will go through a period of expansion which holds a definite threat to the economy of our own particular segment of the competitive field. I say that because, while it was the stated purpose of our government in aiding foreign fisheries to help raise the standard of living, the diet, and the economy of the recipient backward nations, I am inclined to believe that you will see a big share of this foreign production seek export outlets and therefore come into close competition with our own products. Remember, also, that the recent trend in this nation has been away from our former policy of high protective tariffs, and toward freer international trade.

The reason I think this foreign production will seek export outlets is that the standard of living in many of the producing countries is so low that foreign markets will pay more for the products than their own domestic markets will pay. For instance Peruvian canned tuna is produced with labor enjoying the munificent daily wage of about forty-five or fifty cents a day. When you compare this to our own wage standards you can see why our market is more attractive to them

than their own. They know the American workman will pay more for a can of their tuna than a Peruvian workman can.

Most of you will recall that the Japanese fishing syndicate tried to proposition our Bristol Bay packers 10 or 11 years ago to process the entire Bristol Bay catch on the Japanese factory ships and divide up the pack. One of their chief lures was the 26 cents per day wages they paid their workmen. Twenty-six cent cannery workers do not eat canned salmon—they can't afford it. So they export it.

#### Russia Does Not Need Salmon

Russia is not in dire need of its canned salmon production, and so it becomes an exportable surplus. Russia is in need of heavy machinery, textiles, etc. Peru needs materials not produced locally. The same holds true in Italy, Portugal, and other countries whose canned fish production will be traded off to establish credits for the importation of items of which they are in specific need. And so it appears that we are in for global competitive warfare, and for it we must prepare.

In preparing to meet this competition bear in mind, as I stated before, that price cannot be your only weapon—unless you can arrange to get down to 26 cents or 45 cents per day wages for your workers. The American workmen who produce our products are paid the highest wages and have the highest standard of living of any workmen in the world, and there is no reason why they shouldn't continue to enjoy this status. The efficiency of our plants and our workers erases a part of the foreign wage advantage. But even taking into consideration our admitted efficiency, it is futile to hope that we can produce canned fish products as cheaply as other nations which are blessed with a fair abundance of raw material and cheap labor. You men in the production end must use every technical means to narrow this cost gap and you are going to have to do it not only without a sacrifice in quality, but with an increased general average of quality. You are going to have to produce packs that will establish American canned salmon as being consistently of the highest standard of excellence of anything produced anywhere. That is going to be your best insurance against economic insecurity in our industry.

But to be the beneficiaries of this insurance policy our industry is going to have to do something more, and it is going to have to be done by the

sales promotion division. Heretofore our sales and advertising methods have been governed to some extent by fallacy. We have considered too long that our product was suitable for and acceptable only to the lower income groups. Much of our advertising has been beamed to this group. This fallacy has made us price conscious too many times. We have felt too much that we were producing poor man's food. Now, if we produce poor or mediocre packs we are going to have to sell them on the poor man's market. But I think that if we can guarantee to the sales force that consistently high quality packs will be produced, the sales force should guarantee to the production division that every effort will be made to gain increasing appreciation and acceptance of our products by the higher income groups. We want to get more and more of our product into the folding-money league. If we can do this, the encroachment of cheap foreign products will strike at the low level price market, and instead of being a direct hit on us will at worse be a near-miss. It is conceivable that we can develop demand for our product that will permit us to desert entirely to our foreign competitors the low income market. An approach to such an ideal situation gives us an added measure of security. In times of economic stress and depression the low income groups cut down on the cost, and consequently the quality, of their food. As we go up the scale in the income groups there is less stress on retrenchment in the necessities of life. Some of the luxuries are given up, but the cost and quality of the diet is fairly well maintained. Therefore, the higher the level, from an income standpoint, on which we can market our pack, the less our price structure will be hit in times of recession or depression.

#### Sales Promotion

I therefore seriously recommend that the collective mind of the industry be turned at once to a sales promotion and advertising program seeking to establish the condition which I have just outlined. Heretofore we have been forced, reluctantly, into such programs by burdensome inventories and dropping markets. It is much easier to promote health than to cure illness, and it is easier to develop an expanding market from a healthy start than to revive a market that has come apart at the seams. At the present time we are riding along with a lot of momentum, and it would seem to be that we have an excellent opportunity to take advantage of it

to secure our maximum future benefits.

Now, I have spent a lot of time explaining my views for the necessity of the development of quality and the things to be accomplished with it. I would be taking runout powder if I did not make some suggestions for its development. There are others in the industry better equipped for drafting the blueprint, but I think they will agree with the suggestions I am going to make.

#### Quality—A Comparative Attribute

Quality, as you know, is a comparative attribute. Perfection is seldom attained in any product—there is always a little something more that might possibly be added or changed to approach perfection. In some products there are wide variations in quality, and in others the limits are very narrow. Take two violins, for instance. To the layman they look alike, and to the unpracticed ear they may sound alike. But one is worth \$15.00, and the other is worth \$15,000. One is just a fiddle, and the other is a Stradivarius. One has been slapped together out of the cheapest materials in the quickest time possible. Johnny will get it for Christmas, and that will be the end of tranquillity in that neighborhood until his mother finally gives up trying to get him to practice. The Stradivarius, on the other hand, was shaped out of the finest and most carefully selected materials procurable in the most painstaking manner by an expert whose every fibre of ability was strained to make every joint and curve and line into a combination of perfection. The closest attention to the most minute details made possible the optimum approach to perfection.

While I am not going to say that the difference between a good can of salmon and a poor can of salmon is as great either in quality or in price as in the two violins, I am saying that one is good and one is bad, and that to produce the good the closest attention to the most minute details must be observed. This must be observed from the fishing banks to the retail shelves. These to be observed details can be found in the blueprint which our technicians have drawn up, and on which they are always improving. Our industry has some highly capable men, and there are, at our beck and call, the experts of the can companies, construction companies, boat and net manufacturers, etc., whose abilities and experience will be available to us. You will get acquainted with some of them on tomorrow afternoon's panel discussion.

What I am going to suggest for the improvement of quality is a little bit of communism. Not the kind of communism under which you use the hammer to slug me and I use the sickle to cut your throat, but a community of thinking and doing, a pooling of ideas and experiences, and the making available to all in the industry any improvements in technique that have been tested and proven in making our products consistently better. The panel idea, to be tried out for the first time in our industry tomorrow afternoon, can be the medium through which this collectivism of ideas can be promoted. I would suggest that the industry arrange for such panel meetings through the winter months, and sectionalize them for the various steps in production. For instance, the first section could cover problems and procedures including the taking of the fish, the delivery to the cannery, the

care of the fishing boats and tenders, etc., up to the delivery of the fish into the cannery bins. The next section could cover the operations from the fish bins thru the iron chinks, sliming tables, fillers, patchers, washers and coolers. The next section could cover the labelling, cartoning, shipping, warehousing and preparing for shipment. And I think it is highly important that the sales division of the industry profit by such panel discussions.

#### New Ideas and Procedures

By carrying out such a program new ideas and procedures would develop rapidly, and they would be disseminated to the entire industry in the quickest possible time. When the canned salmon industry was born over eighty years ago the processing was a deep, dark secret, carried on behind closed doors. No one was permitted to peek into the little room in which Mr. Hume was boiling his handmade cans of salmon in a tub of water, as it was jealously guarded. That attitude of secrecy prevailed in American industry for a long time to the definite detriment of progress. Producers and manufacturers have gradually come to the realization that one can't be healthy unless the entire industry is healthy. The poor producers and their products drag the good one down with them. The big producers of quality products now are trying to give their weaker brethren a lift so that all will prosper. This attitude can be developed further to our mutual benefit. Therefore, in closing, I plead for teamwork among us carrying all the way from the fishing banks to the American dinner table where our product is served.

### Court Case May Affect Fish Canner Wage-Hour Exemption

The United States District Court for the District of Delaware has recently granted permission to Alaska Salmon Industry, Inc., Monterey Fish Processors' Association and California Fish Canners Association to file briefs in two wage and hour cases involving the Section 13(a)(5) exemption of the Fair Labor Standards Act now pending in that court.

In the case of *Sharp v. Consolidated Fisheries Co.* a group of employees, including carpenters, machinists, boat repairmen and shipping clerks, have sued a Delaware menhaden fish processor for overtime pay under Section

16(b) of the Act. In the companion case of *Walling v. Consolidated Fisheries Co.*, the Wage and Hour Administrator is seeking a court order to enjoin for the violations of the Act. In both of these cases the defendant has interposed the defense that the employees involved are exempt under the provisions of section 13(a)(5).

The injunction suit brought by the Administrator has been set for trial May 5. Because of the fact that there have been so few court decisions under Section 13(a)(5), some fish processor representatives have expressed the belief that the decisions in these cases may be of importance to the entire industry. The Association has been following the developments in these

cases, and further progress reports will be made from time to time.

#### Better Control Plan

K. E. Monfore, Chief, Seattle Station, Food and Drug Administration, in an address at the 11th Annual Can Salmon Cutting said, "It has been demonstrated, even in the stress of wartime with all of the security safeguards that were necessary in the Alaskan areas, that the packing of sound decent salmon is entirely practicable. . . . The operation of the 'Better Salmon Control Plan' has been distinctly a success. There have been minor difficulties here and there, but for the most part its operation has

been apparently very satisfactory to the canners and, as it has served to insure restraint from distribution of material found to be unsuitable, it has been of great value to the public, and, of course, it has relieved the Food and Drug Administration of a considerable amount of work. The industry and the Northwest Branch of the National Canners Association, as represented by Doctor Clark, Doctor Clough, Mr. Shostrom, and their associates, can take great pride in the successful operation of this inspection plan.

"It would be a fine thing if all industries subject to the Federal Food, Drug, and Cosmetic Act undertook to do their own inspecting and really made it work. It might mean that those of us who are employed by the Food and Drug Administration would be out of a job, but policemen aren't supposed to live forever, anyway."

### Fish Trap Permit Regulation Amended by War Department

The War Department Alaskan fish trap regulations recently have been amended to provide that War Department permits for fish traps will be issued for a period of five years instead of the one-year period formerly allowed by the regulations. The old regulations also provided that permits could be issued only after the annual Fish and Wildlife Service fishing regulations had been published and only for sites within areas approved by the Department of the Interior for fish traps, whereas under the amended regulations there are no such restrictions.

The applicant for a War Department permit under the amended regulations need no longer state what other fish traps he owns or has owned within the preceding five years. The new regulations make it entirely clear that a War Department permit does not authorize the operation of a fish trap in the following provision: "Issuance of a War Department permit does not authorize the operation of a fish trap, as operation of the trap is controlled by the United States Fish and Wildlife Service."

### Dry Beans Allocated to U. K.

An emergency allocation of 55,000 hundred-pound bags of Great Northern beans to the United Kingdom for use in Great Britain was announced this week by the U. S. Department of Agriculture.

## Locker Plants

### USDA Reports 44% Increase in Locker Plants in Three Years

#### Farmers Are Chief Users; Account for 3 Out of 4 Patrons

About three and one-third million families, or approximately 13 million persons, are now being served by frozen-food locker plants, as shown by a recent survey by the Farm Credit Administration, the United States Department of Agriculture reported this week. Locker plants increased from 4,800 in 1943 to 8,000 in 1946, and still more plants are being opened as equipment becomes available.

Average patrons per plant went from 285 to 414, an increase of 44 percent in the three years. Farmers were the chief users; they made up three in every four of the total patrons.

The survey indicates custom slaughtering of meat animals and related services such as curing pork and rendering lard by locker plants, were on the increase. Also more and more farmers brought in poultry and fruits and vegetables to be processed and frozen, USDA said.

New plants are larger and some of the older ones are being expanded. On the average, plants now hold around 500 lockers, or 52 percent more than in 1943. Together, all plants have space for some 4,000,000 lockers and can store about 1,400,000,000 pounds of food, on the usual proportion of 9 pounds of meat to 1 pound of fruits and vegetables.

Of the lockers installed, 99 percent were rented, the USDA explained. Many plants were 100 percent rented and had waiting lists.

Of the total plants, 29 percent were not affiliated with any other business, 35 percent were operated in connection with grocery stores or retail markets, 16 percent with ice and cold-storage plants, 10 percent with dairy plants, and 10 percent with other enterprises. Individuals owned 49 percent of the plants surveyed, partnerships 22 percent, corporations 16 percent, and cooperatives 13 percent.

## Standards

### Want to Amend Standards

The Federal Security Agency has granted an application to hold a public hearing commencing at 10 o'clock in the morning of May 6, 1947, in Room 5544, Social Security Building, Independence Avenue and Fourth Street, S. W., Washington, D. C., upon a proposal to amend the definition and standard of identity for canned peaches, canned apricots, canned pears, canned cherries, and canned fruit cocktail so as to permit the addition of rum to the contents of each of the canned food products.

#### STUDY CANNED CORN STANDARDS

(Concluded from page 179)

certain legitimate styles of pack. It went on to describe in general terms the styles of canned corn which are packed, listed factors which should be included in standards of quality and tests which have been studied or proposed for measuring these factors, and mentioned proposed indices of fill-of-container.

In their turn, industry representatives described the experimental programs which have been set up to study factors for standardization and reviewed the results in general terms. They also presented industry views on the significance of the various factors in relation to consumer acceptance. It was pointed out that although experimental work had been pushed aggressively and on a considerable scale for the past year, it had not been possible to relate as much of the results to definition of minimum standards as had been hoped. The discussion also made it clear that for certain important quality factors satisfactory objective measuring techniques are not yet available, and pointed up the need for gathering further authentic data.

### USDA Meat Production Report

Meat production under Federal inspection for the week ended March 22 totaled 287 million pounds, according to the U. S. Department of Agriculture. This production was 2 percent above the 280 million pounds produced during the preceding week and 16 percent above the 248 million pounds recorded for the corresponding week of last year.

## Deaths

### Death Takes Virginia Canner

William N. Colonna, Parkley, Va., General Manager of the John W. Taylor Packing Company, Inc., Hallwood, Va., died at his home, March 3rd. Mr. Colonna was a member of the Young Guard Society, a director of the National Canners Association, Secretary and Treasurer of the Accomack Northampton Electric Co-operative (REA) and a director of the Metompkin Bank & Trust Company.

### John Edgar Freeney Dies

John Edgar Freeney, Vice President and Sales Manager of the Franco-Italian Packing Co., Terminal Island, Calif., died March 21. Mr. Freeney had been identified with the fish canning industry for many years and was active in industry affairs.

## Raw Products

### 1947 Cash Receipts Indicate Higher Level of Farm Income

Farmers' cash receipts in the first 3 months of 1947 have been running about 25 percent higher than in the early months of last year, and total receipts during the first half of 1947 will probably be well above receipts during the same period in 1946, the U. S. Bureau of Agricultural Economics reported this week. Although it is too early to make an accurate estimate of crop production in 1947, it now seems likely that the volume of farm marketings as a whole will be about the same as last year. The outlook for farm income during the latter half of 1947, therefore, depends largely on the outlook for prices.

Prices received by farmers have been supported in recent months by strong demand for both domestic consumption and export. Some decline from present levels is expected in the latter part of the year; and cash receipts in the second half of 1947 may fall somewhat short of the high levels recorded in the latter half of 1946. The decline is expected to be moderate, however, and may just about offset increases over 1946 made in the first half of this year.

For 1947 as a whole, therefore, both prices received by farmers and total cash receipts from farm marketings will probably average about the same as in 1946. Production expenses, however, are showing further increases and farmers' net income for the year may be down a little.

Cash receipts from farm marketings in 1946 are now estimated at 23,938 million dollars, and farm operators' net income is estimated at 15,144 million. These figures will be reviewed and new estimates will be made in May and June.

### 1947 Crop Season Is Normal

The 1947 crop season appears to be starting normally in contrast to the last two seasons when crops at this date (March 1) were farther along than usual, the U. S. Department of Agriculture reported this week. USDA stated that the cold weather prevented premature development of fruit buds; on the other hand it caused severe damage to both citrus and truck crops.

Soil moisture throughout the country is mostly satisfactory and irrigation water supplies ample, except in Arizona, New Mexico and adjacent areas. Because of the long, favorable fall, farm work was well advanced and farmers are in a strong position as they face the new season. Virtually all signs to date point to an excellent producing season in 1947.

### Cheese Set-aside Terminated

The U. S. Department of Agriculture on March 24 announced termination of War Food Order 15, effective March 24, 1947. WFO 15 requires manufacturers of cheddar cheese to set aside certain percentages of their production for sale to Government agencies.

### Statistics (Concluded from page 181)

	1945	1946	1947
	Pounds	Pounds	Pounds
January....	15,543,000	13,369,000	9,455,000
February....	16,390,000	11,581,000	7,423,000
March.....	18,746,000	11,402,000	.....
April.....	18,302,000	10,118,000	.....
May.....	20,011,000	11,573,000	.....
June.....	14,401,000	10,687,000	.....
July.....	7,764,000	8,464,000	.....
August....	8,034,000	10,978,000	.....
September....	4,759,000	7,583,000	.....
October....	5,815,000	10,865,000	.....
November....	8,972,000	9,682,000	.....
December....	7,960,000	8,905,000	.....
Total....	146,587,000	125,197,000	10,881,000

### Stocks of Canned Corn

Civilian stocks of canned sweet corn in canners' hands on March 1, 1947, as compiled by the Association's Division of Statistics, were 5,591,866 actual cases equivalent to 5,243,000 cases, basis 24/2's. This compares with February 1, 1947, stocks of 6,724,160 actual cases equivalent to 6,295,000 cases, basis 24/2's, and March 1, 1946, stocks of 4,315,000 cases, basis 24/2's.

Shipments by canners during February 1947, were 1,132,294 actual cases, equivalent to 1,052,000 cases, basis 24/2's. This compares, on the basis of 24/2's, with January, 1947, shipments of 1,634,000 cases and February, 1946, shipments of 2,006,000 cases. Civilian shipments from August 1, 1946, to March 1, 1947, amounted to 24,538,000 cases, basis 24/2's, or about 5 percent more than were shipped during the comparable period of the last marketing season.

The following table, showing the civilian stocks on specified dates and February, 1947, shipments, is based on reports from canners who packed about 84 percent of the 1946 pack, together with estimates for those not reporting:

#### Supply, Stocks and Shipments

	1945-46 Cases	1946-47 Cases
Civilian carryover stocks,		
August 1.....	100,000	100,000
Pack.....	28,237,000	30,951,000
Total supply.....	28,337,000	31,051,000
Government purchases....	750,000	41,270,000
Civilian supply.....	27,587,000	20,781,000
Civilian stocks, March 1....	4,315,000	8,243,000
Shipments during Feb....	2,006,000	1,052,000
Shipments, Aug. 1-Mar. 1	23,272,000	24,538,000

<sup>a</sup> Announced government procurement.

#### Stocks and Shipments by Areas (Actual Cases)

	Total civilian stocks		Civilian shipments Feb., 1947
	Feb. 1, 1947 Cases	Mar. 1, 1947 Cases	
Eastern States:			
Cream style—			
White....	110,119	68,477	41,642
Golden....	806,778	663,208	145,570
Whole grain—			
Golden....	379,861	322,962	56,899
White....	35,706	33,495	2,211
Total....	1,332,464	1,088,142	244,322
Western States:			
Cream style—			
White....	623,767	517,836	104,931
Golden....	1,866,558	1,626,136	240,422
Whole grain—			
Golden....	2,704,208	2,282,058	512,150
White....	106,163	77,694	30,460
Total....	5,391,696	4,503,794	887,972
Total U. S. ....	6,734,160	5,591,866	1,132,294

## Supplies

### Glass Container Output Drops

February production of glass containers declined 17 percent from the record high established in January, according to preliminary figures released this week by the Bureau of the Census. Total production reported in February amounted to 9.3 million gross, compared with 11.2 million gross in January and with 9.0 million gross in February, 1946. All types of containers, with the exception of nonreturnable beer bottles, shared in the general decline in production. The largest decreases were accounted for by packers' tumblers (38 percent), wine bottles (30 percent), and fruit jars (28 percent), while decreases for other types of containers ranged from about 5 to 10 percent.

Shipments of glass containers in February declined 15 percent; 8.9 million gross were shipped, compared with 10.4 million gross in January and with 9.0 million gross in February, 1946. The largest decreases were shown for packers' tumblers (33 percent), wine bottles (28 percent), and dairy products containers (20 percent), while fruit jars and nonreturnable beer bottles showed increases of 51 percent and 14 percent. Shipments for export declined from 304 thousand gross in January to 215 thousand gross in February, a drop of 30 percent.

### Freight Loadings Increase

Loading of revenue freight for the week ended March 22, totaled 844,041 cars, the Association of American Railroads has announced. This was an increase of 39,435 cars or 4.9 percent above the corresponding week in 1946, and an increase of 27,300 cars or 3.3 percent above the same week in 1945.

### Norway Expects to Increase Its Fruit Production in 1947

Fruit production in Norway in 1946 was, on the whole, satisfactory to producers, and consumers were able for the first time in several years to buy apples, pears, plums, and cherries at regular retail markets, the United States Department of Commerce reported.

During the 1947 season Norway expects to import 395,000 root stocks, of which 165,000 will come from the United States. Before the war Nor-

way purchased up to 600,000 root stocks per year and it is the desire of the Ministry of Agriculture and farmers generally to increase the number of apple, pear, and plum trees.

Norway does not produce sufficient tree fruits for its own requirements. The home-grown apples and pears become available on the markets during late August and by January 1 are completely sold out.

### Change in Sugar Rationing

A change of the method of rationing sugar to producers of bulk sweetened condensed milk from a percentage formula basis to a provisional allowance basis will be granted by the Office of Price Administration, effective April 1.

Applications for a provisional allowance, OPA said, may be made on or after the first day of the second month preceding the month in which

the sugar will be used. These applications must be filed in duplicate on OPA Form R-360 with the national headquarters of the Office of Price Administration, Washington 25, D. C.

### Potato Stocks at High Level

Stocks of merchantable potatoes from the 1946 crop held by growers and local dealers in or near areas of production were estimated by the U. S. Department of Agriculture as amounting to 76,470,000 bushels. These stocks are 28 percent larger than the estimated 59,970,000 bushels held on March 1, 1946, 49 percent above March 1, 1945, and more than the March 1, 1944, stocks.

Included in these estimates are potatoes that will be marketed after March 1 for food, seed, and processing, and merchantable potatoes held under loan that will be released to the Government under price support programs, USDA said.

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